



Sales Training Boot Camp

Improve Your Sales Teams' Stats Today!

It's common knowledge, the winners in most major sporting events beat their opponent by a slight margin...

- To have a batting average of .400 is deemed unachievable
- Ty Cobb has a lifetime batting average of .366 (The Best)
- To bat below .250 is considered poor.

The difference is less than 1 hit per 10 at bats between unachievable and unacceptable. And less than ½ a hit between poor and the greatest hitter ever.

Baseball is 4 things:

Hitting, Running, Catching, and Throwing

Sales isn't much different:

Hunting, Presenting, Closing and Maintaining

Every baseball coach sends his players to training. They develop mediocre players into great players by monitoring the stats, increasing skills and accountability. Is your sales team ready for the new season?

Join our Sales Training Boot Camp to Give Your Team What It Needs to Win the Sales Game Today

- ❖ A Day and a half of power-packed training that will differentiate your team from your competitors. Sales is a slight edge game and the boot camp will focus on the crucial topics, that if utilized, will give your team an edge.
- ❖ Our workshops are interactive workshops. Participants are involved in exercises that let them apply the concepts being taught immediately.
- ❖ With pricing as little as \$995 per participant, it's the most cost-effective and time-effective training of its kind.
- ❖ Whether your team consists of new recruits, seasoned pros or both, give them the edge by registering today.



6165 NW 86th Street
Johnston, IA 50131

Phone: 515-252-2525
Fax: 801-780-6886

www.ResultsGroupLLC.com

Advanced Questioning

The key differentiator between being a “Peddler Sales Person” and a “Trusted Advisor” is in the questions we ask. To be an “Information Getter not a Giver” we must be given a system to do only 30% of the talking. After this program you will be empowered to keep the prospect talking! Getting the prospect to tell you how to sell them is the only objective!

Time Management:

Acting From My Priorities

The most valuable, irreplaceable commodity a sales person has is time. Are you worth \$15 an hour or \$150 an hour? Understand the difference between “urgent” and “important” and develop habits of self-management that allow you to be proactive and not reactive in the use of time.

From Cavemen to Craftsman

How to Communicate in Today's Ever Changing Market

Driving consistent sales results is rooted in good communication. Getting out of our own way is the first step in getting results more often. Understanding ourselves allows us to control situations. Understanding personalities allows us to control outcomes. Invest your time to learn the tools you need to communicate with even the most difficult individual.

2009 Boot Camp Dates:

January 12-13 April 27-28
June 29-30 October 5-6

Workshop Hours:

Day 1: 8am-4:30 pm

Day 2: 8 am – 11:30

Pricing Guide

1-2 Workshop Participants \$995/Person
3-4 Workshop Participants \$900/Person
5 or more Workshop Participants \$850/Person

Space is limited. Register Today!

Workshop Location

All workshops are held at
Foxboro Square Business Center
6165 NW 86th Street
Johnston, IA 50131

For larger groups, this boot camp is available as a private training series within your company.

SESSION DATE: _____

About Your Organization

Organization Name: _____

Name _____

Job Title _____

Email _____

Address _____

(City) _____ (State) _____ (Zip) _____

Daytime Phone: _____

Fax: _____

Approving Manager's Name

Title

Number of Workshop Participants: _____

#WP 's ___ x Price \$= Total _____

Method of Payment

- Check or Money Order (Payable to Results Group, LLC)
 Charge my Credit Card:
 Visa MC
 AMEX

Card #: _____

Expiration Date: _____

Cardholder Signature: _____

To Enroll

1. Fax this registration form to 801-780-6886
2. Mail this form to:

Results Group, LLC
Attn: Workshop Registration
6165 NW 86th Street
Johnston, IA 50131

QUESTIONS? Call our office at 515-252-2525



THE RESULTS GROUP